## SANTA ANA DISTRICT OFFICE FY 2009 LENDER RANKINGS AS OF 03/31/09



## **TOP 3 LENDERS**

#1 WELLS FARGO BANK, N..A. 53 \$14,427,200 #2 CDC SMALL BUSINESS FINANCE CORP. 42 \$25,998,000

#3 EDF RESOURCE CAPITAL, INC. 24 \$16,968,000

| Rank | Lender Name  | # of Loans | \$ Amount of Loans | Average \$/Loan |
|------|--|------------|--------------------|-----------------|
| 1    | WELLS FARGO BANK, NATIONAL ASSOCIATION             | 53         | \$14,427,200       | \$272,211       |
| 2    | CDC SMALL BUSINESS FINANCE CORPORATION             | 42         | \$25,998,000       | \$619,000       |
| 3    | EDF RESOURCE CAPITAL, INC.                         | 24         | \$16,968,000       | \$707,000       |
| 4    | SUPERIOR FINANCIAL GROUP, LLC                      | 24         | \$227,500          | \$9,479         |
| 5    | U.S. BANK NATIONAL ASSOCIATION                     | 22         | \$8,059,900        | \$366,359       |
| 6    | BORREGO SPRINGS BANK, N.A.                         | 21         | \$785,000          | \$37,381        |
| 7    | BANCO POPULAR NORTH AMERICA                        | 20         | \$6,983,800        | \$349,190       |
| 8    | INNOVATIVE BANK                                    | 17         | \$725,000          | \$42,647        |
| 9    | CALIFORNIA BANK & TRUST                            | 12         | \$2,052,000        | \$171,000       |
| 10   | TEMECULA VALLEY BANK                               | 10         | \$14,256,000       | \$1,425,600     |
| 11   | SOUTHLAND ECONOMIC DEVELOPMENT CORPORATION         | 9          | \$6,281,000        | \$697,889       |
| 12   | MORTGAGE CAPITAL DEVELOPMENT CORPORATION           | 9          | \$5,183,000        | \$575,889       |
| 13   | COMMUNITY BANK                                     | 9          | \$2,554,900        | \$283,878       |
| 14   | WILSHIRE STATE BANK                                | 8          | \$883,000          | \$110,375       |
| 15   | PACIFIC ENTERPRISE BANK                            | 7          | \$2,900,000        | \$414,286       |
| 16   | PACIFIC MERCANTILE BANK                            | 6          | \$2,677,000        | \$446,167       |
| 17   | BANK OF AMERICA, NATIONAL ASSOCIATION              | 6          | \$235,000          | \$39,167        |
| 18   | FULLERTON COMMUNITY BANK, FSB                      | 5          | \$2,511,800        | \$502,360       |
| 19   | CENTER BANK  | 5          | \$2,302,000        | \$460,400       |
| 20   | PREMIER COMMERCIAL BANK, NATIONAL ASSOCIATION      | 5          | \$964,000          | \$192,800       |
| 21   | SOUTH COUNTY BANK, NATIONAL ASSOCIATION            | 5          | \$686,000          | \$137,200       |
| 22   | ARROWHEAD CENTRAL CU                               | 5          | \$401,000          | \$80,200        |
| 23   | UNION BANK, N.A.                                   | 5          | \$175,000          | \$35,000        |
| 24   | LIVE OAK BANKING COMPANY                           | 4          | \$5,075,000        | \$1,268,750     |
| 25   | ENTERPRISE FUNDING CORPORATION                     | 4          | \$3,839,000        | \$959,750       |
| 26   | METROPACIFIC BANK                                  | 4          | \$2,300,000        | \$575,000       |
| 27   | CALIFORNIA STATEWIDE CERTIFIED DEVELOPMENT CORPORA | 4          | \$1,290,000        | \$322,500       |
| 28   | PACIFIC CITY BANK                                  | 4          | \$1,035,000        | \$258,750       |
| 29   | FRONTIER BANK, FSB                                 | 4          | \$350,000          | \$87,500        |
| 30   | WACHOVIA SBA LENDING, INC.                         | 3          | \$2,799,600        | \$933,200       |
| 31   | CAPITAL ACCESS GROUP                               | 3          | \$1,383,000        | \$461,000       |
| 32   | CALIFORNIA CU                                      | 3          | \$945,000          | \$315,000       |
| 33   | PACIFIC COAST NATIONAL BANK                        | 3          | \$756,500          | \$252,167       |
| 34   | COMMERCEWEST BANK, N.A.                            | 3          | \$650,000          | \$216,667       |
| 35   | VISION ONE CU                                      | 3          | \$485,600          | \$161,867       |
| 36   | JPMORGAN CHASE BANK, NATIONAL ASSOCIATION          | 3          | \$93,000           | \$31,000        |
| 37   | GILMORE BANK                                       | 2          | \$2,488,500        | \$1,244,250     |
| 38   | AMPAC TRI STATE CDC                                | 2          | \$1,633,000        | \$816,500       |
| 39   | PACIFIC WESTERN BANK                               | 2          | \$1,613,500        | \$806,750       |
| 40   | GATEWAY BUSINESS BANK                              | 2          | \$1,205,000        | \$602,500       |
| 41   | SECURITY BANK OF CALIFORNIA                        | 2          | \$949,500          | \$474,750       |
| 42   | COMMONWEALTH BUSINESS BANK                         | 2          | \$700,000          | \$350,000       |
| 43   | SUNRISE COMMUNITY BANK                             | 2          | \$675,000          | \$337,500       |
| 44   | MISSION OAKS NATIONAL BANK                         | 2          | \$450,000          | \$225,000       |
|      |  | _          | ψ100,000           | Ψ220,000        |

| Rank | Lender Name  | # of Loans | \$ Amount of Loans | Average \$/Loan |
|------|--|------------|--------------------|-----------------|
| 45   | CATHAY BANK  | 2          | \$369,000          | \$184,500       |
| 46   | ORANGE COUNTY BUSINESS BANK                        | 2          | \$250,000          | \$125,000       |
| 47   | INLAND COMMUNITY BANK, NATIONAL ASSOCIATION        | 2          | \$210,000          | \$105,000       |
| 48   | RABOBANK, NATIONAL ASSOCIATION                     | 2          | \$200,000          | \$100,000       |
| 49   | NARA BANK  | 1          | \$2,000,000        | \$2,000,000     |
| 50   | HANMI BANK   | 1          | \$2,000,000        | \$2,000,000     |
| 51   | LOS ANGELES COUNTY SMALL BUSINESS DEVELOPMENT CORP | 1          | \$1,995,000        | \$1,995,000     |
| 52   | CELTIC BANK CORPORATION                            | 1          | \$1,250,000        | \$1,250,000     |
| 53   | FIRST VIETNAMESE AMERICAN BANK                     | 1          | \$1,150,000        | \$1,150,000     |
| 54   | COMPASS BANK                                       | 1          | \$945,000          | \$945,000       |
| 55   | SANTA CLARA VALLEY BANK, NATIONAL ASSOCIATION      | 1          | \$756,500          | \$756,500       |
| 56   | HANA SMALL BUSINESS LENDING, INC.                  | 1          | \$440,000          | \$440,000       |
| 57   | CIT SMALL BUSINESS LENDING CORPORATION             | 1          | \$406,000          | \$406,000       |
| 58   | EXCEL NATIONAL BANK                                | 1          | \$392,000          | \$392,000       |
| 59   | CITIBANK, N.A.                                     | 1          | \$358,000          | \$358,000       |
| 60   | CITIZENS BUSINESS BANK                             | 1          | \$350,000          | \$350,000       |
| 61   | PACIFIC CAPITAL BANK, NATIONAL ASSOCIATION         | 1          | \$300,000          | \$300,000       |
| 62   | INTERNATIONAL CITY BANK, NATIONAL ASSOCIATION      | 1          | \$300,000          | \$300,000       |
| 63   | COMMERCE NATIONAL BANK                             | 1          | \$270,000          | \$270,000       |
| 64   | PACIFIC ALLIANCE BANK                              | 1          | \$255,600          | \$255,600       |
| 65   | WACHOVIA BANK, NATIONAL ASSOCIATION                | 1          | \$250,000          | \$250,000       |
| 66   | IRWIN UNION BANK, F.S.B.                           | 1          | \$250,000          | \$250,000       |
| 67   | UNITED CENTRAL BANK                                | 1          | \$200,000          | \$200,000       |
| 68   | FIRST BANK   | 1          | \$185,000          | \$185,000       |
| 69   | BRIDGE BANK, NATIONAL ASSOCIATION                  | 1          | \$160,600          | \$160,600       |
| 70   | FIRST CALIFORNIA BANK                              | 1          | \$160,000          | \$160,000       |
| 71   | CITY NATIONAL BANK                                 | 1          | \$150,000          | \$150,000       |
| 72   | CALIFORNIA BANK OF COMMERCE                        | 1          | \$150,000          | \$150,000       |
| 73   | NEWTEK SMALL BUSINESS FINANCE, INC.                | 1          | \$45,500           | \$45,500        |
|      | TOTALS:  | 423        | \$164,700,500      | \$389,363       |
|      |  |            |                    |                 |